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General History OF TRADE,

AND

Especially Consider'd as it Respects THE

British Commerce,

As well at Home, as to all Parts of the WORLD.

With ESSAYS upon the Improvement of Our TRADE in Particular.

To be Continued MONTHLY.

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A General Hiſtory OF TRADE, &c.

The INTRODUCTION.

AS the Title of this Work is very Extenſive, ſo is the Undertaking, and it cannot but be acceptable to thoſe who approve of the Attempt, to ſee in this our firſt ſetting out, what it is we intend to do, Tho' this whole firſt Tract ſhould be taken up with Laying Down the Scheme, and Introducing the Thing it ſelf into the World.

By a General Hiſtory of Trade, it will not be expected that either this Work, which is deſign'd to be very long, ſhould Content it ſelf with giving only an Account of Trade in General, as to its Original, Introduction,

and Extent in the World; or that it can be expected this Work ſhould give an Hiſtorical View of the Nature, Original and Progreſs of every particular Branch of Trade, and every Manufacture, Plantation, or Improvement in all remote Parts of the World: Theſe are the Extremes on both Sides, which will not be pretended to, neither would it be Uſeful to the Reader, or Suited to the Deſign of the Author, who purpoſes to apply himſelf to what ſhall be more Inſtructing.

It will therefore not be any part of this Undertaking, to Examine who was the firſt Planter of Vines in *France*, or when the firſt Brandy was Diſtill'd there; How long Oil has been made in *Spain*, or who brought over the firſt Oranges from *Sevill*; How the Plantations of Coffee are managed in *Turkey*, and *Perſia*; or How they Plow the Land for the Tea in the *Eaſt-Indies*: Whether the Silkworms in *China* live on Mulberry Leaves or no; and what Difference in their Dyet produces the Difference in the Silk, and the like.

But on the Contrary, I ſhall content my ſelf here, with Giving you a juſt Account of the Introduction of all thoſe Foreign Productions into our own Countrey, and ſhall in the End Conſider every Branch of Commerce in the World, principally as it reſpects our own; How they ſtand Related, what Concern or Dealing we have with them, or what part of our Trade is any way affected by them.

To

To this purpoſe this Undertaking ſhall, in its Occaſional View of the ſeveral Branches of Trade in the World, always take particular Notice of thoſe things which in an eſpecial manner endanger our Trade Here, and either as Rivals in their Exportation abroad, or Encroaching upon the Conſumption of our Goods in their own Country, by which the Exportation of our Manufactures thither may in time be Leſſened or Extinguiſhed.

If in doing this, I ſhould accidentally Claſh with the popular Opinions of ſome People in Trade, It cannot be expected that I ſhall be backward to ſpeak what Reaſon Dictates, and what Matters of Fact Juſtify; for to rectify all the Miſtakes which we are now fallen into in Trade, and to Inform thoſe who are willing to Enquire into the Truth and Nature of things, is one of the Great Ends of this Undertaking.

In the purſuit of this Work, I ſhall endeavour to let the Reader ſee in the General, what the whole World is at this time employ'd in, as to Trade; Upon what foundation every Nation in the World acts in Trade, and How the ſeveral Intereſts of Trade in the World Conſiſts with, and Subſiſts upon one another, and how they came to do ſo.

In doing this, ſomething of the General Circulation of Trade in the World will come to be Diſcourſed of, and how Trade, like the Blood in the Veins, Circulates thro' the whole Body of Fraternities and Societies of Mankind, and Creates, as I may ſay, a kind of

of Wealth which was never made before: For the Profits of Trade are an Encreaſe of Wealth, without an encreaſe of the Specie, and loading Men with Riches which were not found in the Creation.

It is true, that the Foundation of all Improvements was lay'd in the firſt principles of Commerce, I mean that all we call accumulated Wealth, is founded upon the Grand Species of Trade, the Fundamentals of Commerce; Theſe are the Growth and Produce of of the Land: Thus all that part of Trade called Manufacture is Deriv'd from the firſt Principles of Manufacturing, ſuch as Wooll, Silk, Hair, Flax, Hemp, &c. Theſe are the Materials furniſh'd by Him that furniſh'd all the Materials of the Creation. From which all the Improvements of Manufacturing are by the Invention of Men begun and carried on, and without which, all the Wit and Invention of Men had been nothing; no, not ſo much as a meer Speculation. Man's utmoſt extended Capacity does not allow him to Conceive of any thing which is not, but by ſomething that is; He can form no Ideas of what he has not ſeen, but upon the foundation, and by the Form of ſomething which he has ſeen, or which has been deſcribed to him: This is manifeſt in the Amuſement which we give our ſelves concerning the ſtate of our Souls after death; concerning which we can form no Conceptions either of Happineſs or Miſery, but what agree with, not our Sences only, but even with the Shape

and

and Texture of Human Body, as if the Spirit of a Man in his exalted glorified State, was tied down to Human Form; nay, even the Heavenly Angels are imagined of by us as we describe them here, with Wings, Bodies, Hands and Feet, tho' we have no Foundation in matter of Fact for that Conception, and might as well take upon us to distinguish them into Sexes, and to represent them as Young or Old, suitable to the Occasion of our Fancy.

From hence to bring it down to the present Case, *viz.* That all the Power of Man's Invention and Understanding, could not have conceiv'd any thing of what we call Manufacturing, had not the Materials been furnished by the Author of Nature, which, as it were, led our Forefathers by the Hand to the Improvements of those Materials. Spinning, Weaving, and Knitting, had never been thought of, had not the Wooll been first furnished by Nature; which by its very Figure and Substance, dictated to the Invention of Men the Arts of Manufacturing. Nor could all the Wit of Man have form'd an Idea in his Mind of Wooll, Flax, Silk, or Hair, if there had not been such things form'd in the Creation.

Had the Sheep been cover'd with Scales as the Snake, the other Beasts with Feathers as the Birds, or the Skin of the Creatures been naked as of a Man, How was it possible any Man could have formed an imagination about Wooll growing on the back of a Creature, which

which being ſheer'd off yearly, ſhould grow again, and which ſhould be capable of being Wrought into ſo many Shapes, Dyed into ſo many Colours, and made ſo Rich and Beautiful, ſo Warm, as at once to gratify our Vanity and Pride, and comfort us with needful Defences againſt the Rigor of the Seaſons?

What Human Invention could have conceiv'd a Notion, or form'd an Idea, of a Worm, a meer Caterpiller, working out her own Bowels, and yet wrapping herſelf up in a bed of Velvet, from whence ſhe ſhall Eat her way out, without breaking one Thread of her wonderful Warp? That ſhe ſhould ſpin a line Twenty times finer than Hair, ſo fine as hardly to be perceptible to the Eye; ſo true as to be equal in all its parts, and yet ſo ſtrong, as, to be capable, by doubling its numbers, to make even a Cable ſtronger than that of Hemp, nay, than Iron it ſelf?

But Nature having laid down theſe firſt Principles for the Wit and Invention of Men to work upon, Art has carried on ſo many Wonders of Improvement from them, that the Neceſſity of thoſe firſt Principles ſeems to appear leſs to us than it did before.

In forming our General Hiſtory of Commerce, it will, by a neceſſary Conſequence, come in my way, to reſtore the juſt Veneration due to Original Nature, on whom all of that mighty thing called Art depends, and without which, Improvement and Manufacturing, had been as impoſſible, as Spinning

Air,

Air, and weaving of Clouds, which have nothing in them but emptineſs.

It will therefore be the firſt work in this Hiſtory of Commerce, to lay down a General, though a Succinct Account, of all the Materials upon which the Arts and Inventions of Men have been employ'd, and from whence they have produced Manufactures, that Manufacture Trade; That Trade, Wealth, Navigation and Correſpondence of all the diſtant Parts of the World one with another.

Having thus laid down the firſt principles of Univerſal Commerce, it will be very uſeful to tell you, Where, and How, the Wiſdom of Providence has lodg'd them in the World; in what particular Climates, Provinces and Parts; how diſtant; how divided from one another; and why ſo divided.

From hence will be deduced by the plaineſt reaſoning in the World, the true Beginning, Nature, and Reaſon of Trade. Had every Nation enjoy'd in it ſelf every thing needful for the Life, Pleaſure, Wealth, and Strength of all its Inhabitants; had every Production been the Child of every Climate and of every Soil, neither Navigation, Correſpondence, Exchange, of one Commodity for another, or any kind of Commerce had been known in the World; every Family, as well as every Nation, had, like the Horſes or Cows, been independant of one another, and had no buſineſs with one another; no employment but to cultivate a little Field or two, more or leſs, as his Family was greater or ſmaller, in which would grow

his Wheat, his Barly, his Coffee, his Tea, his Wine, his Sugar, his Spice, his Drugs, in ſhort, his whole Food and Phyſick, and and he would have no more need of Trade, than the *Indians* of *America*.

But Providence has cut out the World for other work, and the wiſe Creator has moſt evidently ſhewn to us, that he had deſign'd the World for Commerce, from the meaſures taken in forming the Globe, in appointing Seaſons, varying the Productions according to the difference of the Climate, the Soil, and the poſition of the parts.

By this means ſome of thoſe things which are very neceſſary for the Uſe of his Creatures, I do not ſay abſolutely neceſſary, but very neceſſary I do ſay, are placed in the remoteſt diſtance one from another, that the Globe can allow; from whence, as Navigation is neceſſary to fetch it, ſo the Country which is wanting in that particular, has ſomething to ſend thither equally uſeful, wanted by, and neceſſary to the People who Inhabit there, and which makes your coming to them, as acceptable and profitable, as the things you come for are to your own People.

This is the Foundation and Beginning of the Correſpondence of Trade in the World; and this is that part of it, which we call Foreign Trade, or in *Engliſh* Merchandize; for obſerve, in all other Countries, every Dealer is called a Merchant, a Pin-ſeller is called a Merchant of Pins, a Hatter is a Merchant of Hats, a Hoſier a Merchant of Stockings, and

and the like; nay, if you go but into *Scotland*, every Shop-keeper is called a Merchant; but HERE the Word Merchant is confin'd or reſerv'd by Cuſtom, and I think truly not improperly to a *Negotien* as 'tis called Abroad, *(viz.)* a Negotiator of Foreign Correſpondence; a Man of Negoce or Merchandizing, as by it we underſtand a Man who Trades into Foreign Parts, and ſuch a one only.

The other branch of Trade, and which yet, for its Antiquity, goes before the other, is what we call in *England* Home Trade, and conſiſts in two things chiefly, (1.) Buying and Selling, which we call Shop-keeping, and (2.) Manufacturing. As to the other part of Home Trade, I think I may divide it from this, and ſpeak of it by it ſelf *(viz.)* Husbandry, which conſiſts in managing and cultivating the Land, and ſelling its Products for the uſe of, and ſupplying ſubſiſtence and neceſſaries to the Inhabitants.

Of all theſe, if this Work and its Author live long together, it is deſign'd to ſpeak particularly, and as largely as conſiſts with the extent of the Volumes we are confin'd to; ſo as if poſſible to make the undertaking compleat in all its parts, and ſhall finiſh every thing as we go, that if other hands may come to carry on what is now begun, the parts of the Work may appear by themſelves, and not lead the Reader into a long maze of of Words, without any Period to the particular Subject he Reads of.

Through all theſe Branches of Trade, I ſhall endeavour to obſerve this as a general

Rule *(viz.)* To bring the Diſcourſes upon them home to our own Caſe; and State every thing to the particular Uſe and Underſtanding of the People to whom I write *(viz.)* the Subjects of *Great Britain*, and the Reaſon of this, is indeed the Reaſon of the whole Work, *(viz.)* the Ignorance of our People in matters of Trade; and which though it is a Satyr upon our own Country and People to mention, yet the Obſervation is ſo juſt, that none can be blamed for making it.

Though it is true, that we are the greateſt Trading Nation in the World, and that the Affair of our Comerce is one of the moſt uſeful things for us to know, tho' almoſt all our People are, one or way or other immediately concern'd in Trade; nay, tho' our Trade has been the only Cauſe of the great encreaſe of the Wealth and Strength of this Iſland, and its encreaſe or decay is of the laſt moment to us many ways; yet I do not ſee that our People are more unaccountably Ignorant in any thing which ſo nearly concerns them in the World, than they are in the matters of Trade.

Nor has the pains to inſtruct them in the knowledge of a General State of their Trade, been at all equal to the Neceſſity and Uſefulneſs of that Knowledge, ſince the endeavours that way are ſo few, and thoſe that have been uſed ſo Imperfect, that they hardly leave us the remembrance, that there has any thing Conſiderable or Effectual been done

in

in it, which is ſtill an additional reaſon for this Undertaking.

Take our People in the reſpective Branches of Trade, which they are ſeverally and apart bred to, or, *as vulgarly we ſpeak*, the *ſeveral Trades* or Employments which they are brought up in, and in this they are knowing enough, at leaſt enough to carry on their own buſineſs, and for their own advantage: But where ſhall you find a Man knowing in what we call Univerſal Commerce? Where are the Heads turn'd for the General Advantage of their Country, by ſeeing into the Scale of the World's Trade? Theſe are rarely to be found, and for this reaſon it is that our Trade lies, and has for many Ages lyen under Difficulties and Diſadvantages, which any Nation but ours would long ago have enquir'd into. For this Reaſon our Harbours lye neglected; our Rivers not made Navigable; our Lands Uncultivated; our Collonies Unimprov'd; our Manufactures not Regulated; our Trading Privileges Unequally Granted; our Corporations Ungovern'd; our Poor Unemploy'd; Clandeſtine Trade Unſuppreſs'd; the fair Merchant Unencouraged; Taxes on Trade ill proportion'd; Leagues and Treaties for Commerce Imperfectly made, and Irrationally quarrell'd at when made; and Innumerable Inconveniencies and Oppreſſions dayly happen in the carrying on our Trade, to the Diſcouraging our Commerce in General, and to the Diſadvantage of our Nation both at Home and Abroad.

Nor

Nor is this all, But we are arriv'd to a ſtrange height of Deluſion among our ſelves, which can not be paſs'd over in ſilence; The preſent Opulency and powerful Circumſtances of this Nation, were Undoubtedly raiſed from the meaneſt and moſt deſpicable Condition that an Inhabited Country could poſſibly be ſuppoſed to be in: The People were Wild and Barbarous, the Lands Untill'd, Uncultivated, and almoſt Uſeleſs; Inſtead of Shipping and Navigation, the Unknown Dangerous Shores, Terrible to all the Mariners of the World, and few, if any Seamen, being brought up of our own, lay like the Seas of the *North* and *South Poles*, Unnavigated and Unknown. Inſtead of flouriſhing Towns and Cities, the People unacquainted with the World, lived like Wild Beaſts in Woods, Bogs, Dens, and Caves; and Inſtead of the Riches of Clothes, Jewels and Furniture, which we now flow in, they went in Glorious Nakedneſs; their Skins cut and mangled; the Figures of Lyons and Dragons Drawn upon them, to make them look Terrible and Majeſtic: The Ladies, inſtead of Patches and Painted Faces, appeared with their Skins Painted over, in ſuch manner as might be moſt agreable to the Men, and Draw or Invite them to View their Naked Beauties, which now they hide with the utmoſt Modeſty and Art.

From this Horrid Circumſtance, Three things have JOYN'D to bring us to the preſent State of Wealth and Greatneſs which we are now happily arriv'd at.

1. The

1. The Fertility of our Soil.
2. The Encreaſe of our Trade.
3. The Induſtry and Application of our People.

And as I ſaid above, That theſethree things have JOYN'D, I deſire you would mark the word, for I cannot but obſerve here, That unleſs theſe had all JOYN'D, this great work had never been done; nor had the Wealth and Strength of this Iſland ever come up to what we now ſee it arrived to without it; the Fruitfulneſs of our Soil would never have enrich'd us, without the Trade to Export and Conſume the Production; The greatneſs of Trade would never have enrich'd us, without the Production of the Land, and Labour to carry abroad; The conſumption of Foreign Merchandizes imported in return for what they carried out, could not have been without the encreaſe of Wealth, and People at home to ſupport the Expence; Trade could not have done its part without the Adventurous Sailor, the Induſtrious Artificer, the Expert Manufacturer, to Build, Furniſh, Freight, and Navigate the Shipping we Trade with. The Lands could not have done their part, without the Laborious Husbandman to cultivate and improve them, and without the ſubſtantial Farmer and Grazier to Breed, Feed, and Supply the numerous Herds that cover our Lands, and are one great part of the Wealth of the Nation.

And yet ſo unacquainted are we of the true reaſon of our Wealth, and of the only means to encreaſe it, that we are juſt now raiſing a

Civil

Civil War between Land and Trade. The Landed Man ſays to Trade, GO you Purſe proud Mechanick, *I have no need of thee*; and the Trading Man grown an Alderman, ſays to the Juſtice of Peace, GO you uſeleſs good for nothing Drone, I can buy a dozen or two of Gentlemen at any time, *I have not need of thee*; and theſe two are contending now upon this empty Notion, who are the moſt Subſtantial part of the Nations proſperity; which ought to be moſt reſpected, and moſt regarded. *Nor is this all*, for if they only Scolded, or if they only Contended for the Feather in the Cap, like the Horſes who kick'd for a Wager, and he that kick'd beſt was to be Fore-horſe of the Team; the conſequence of which, made no manner of alteration in the Farmer's Team, for they all came into the Harneſs, and the ſame Load went to Market as before; I ſay, if this ſtrife was like theſe Horſes, ſomewhat might be; but it's carry'd too far, for now if a War comes, or any extraordinary occaſion of Expence falls in, theſe two Contenders fall out thus; What do ye tell me of Trade, it is the Landed Men that are the Foundation, which the whole Body ſtands on; you ought to eaſe *them*, and be favourable to *them*, let Trade bear the Burthen; it is Trade reaps the benefit of the War, Tax your Trade, Load your Trade, Sink your Trade, If you will, what care we for your Trade, *and the like*. Trade again ſtands up for it ſelf and cries, if you load Trade you ruin the whole Nation, you give it up to

Foreigners,

Foreigners, and your Neighbours will Eat the Bread out of your Mouths; *e'en lay it upon Land and Houſes*; Are not the Countries Rich and able to pay it? What if it does pinch the Landlords, let them pinch; they are Proud enough, they will recover it again; it is but being Good Husbands a few Years, and abating their Pomp and Pride, their Equipages and Retinues, and they'll recover; but if you Load Trade, you loſe your Trade; and if you loſe your Trade, you ruin the Nation; for Trade is the ſtay of the Nation, and what care we for the Lands.

What an abominable blindneſs now muſt poſſeſs a Nation, who in other things ſee ſo clearly; that a ſtrife of ſo fatal a Nature, and yet in it ſelf ſo ridiculous, can be named among us! What is this but the very ſame thing with the Story in *Eſop*, I mean the ſtrife between the Belly and the Members? The Members would not work for the Belly, becauſe it ſeem'd Idle and Lazy it ſelf, and yet devoured all their Labour; and then of Courſe the Belly could not ſupply the Members with Vital Strength and Nouriſhment, and ſo the whole Body droop'd and Died.

The connexion between Land and Trade in the Affair of the Nation's proſperity, is ſuch, that it is impoſſible one can withdraw its influence and Aſſiſtance from the other without a manifeſt ruin to the whole, and therefore I ſaid that theſe JOYN in making this Nation Rich and Mighty, and have ever gone hand in hand in the raiſing her

from what ſhe has been, *as before*, to what ſhe appears now to be; and whoever he is, that would ſeparate theſe from mutually aſſiſting one another, to the general Good of the whole, exactly follows the Fable, and commences a War between the *Belly* and the *Members*.

The Ignorance in ſo eſſential an Article of the general Good, is owing to the very thing which I am now ſpeaking of, *viz.* want of true Notions, and a right Underſtanding of Trade in General; the Unacquaintedneſs wherein, I look upon as one of the greateſt defects among the knowing People of this pretended Wiſe Age; where People converſing among Merchants, and ſeeing a little *Exchange Alley* buſineſs done, preſently fancy themſelves capable of judging the General Intereſt of Trade, without having entred into the Nature, the Cauſes, the Originals, and the Proſpects of things: Of this I ſay, as in other Parts of Learning, a ſuperficial Knowledge of Letters ſerves to make a Man a Pedant, but not a Scholar; a ſuperficial Knowledge of Medicine, ſerves to make a Man a Mountebank, but not a Doctor; a ſuperficial Skill in Muſick may make a Ballad Singer, but not a Muſician; ſo a ſuperficial Knowledge of Trade, may make a Man a Stock-jobber, but not a Merchant.

Another great Deficiency in the Knowledge of Trade is among our Lawyers; and no doubt but it is a great Error in the young Students of the Law, who knowing that at

leaſt

leaſt one half of the Cauſes they are to come to Plead, are to be one way or other concern'd about Trade; yet when a Caſe between two Merchants chances to come to the Bar, what Wooden work do they make of it? How do they mumble and chew the Sea Phraſes, Merchants Language, and Terms of Foreign *Negoce*; like the Aſs chewing of Thiſtles: When they come to Argue about Charter Parties, Proteſts againſt the Sea, Demorages, Avarages, Primage, Port-charges, Damages, Running Foul, Solvage, Prizage, Barratry, Piracies, Breaking Bulk, Delivering Ports, Taking a Hull, and a hundred ſuch things needleſs here to report, I ſay, when they come to theſe things, how odly do they talk? How Ignorantly, and not to the Point do they Argue? And how do the Merchants ridicule them when they come away? It would be well worth the while of our young Students, to apply to this particular part of Study, and make themſelves Maſters of it; that when they come to Practice, they may be known to be capable of Pleading in Merchants Caſes; which is the true way to become the Merchants Counſellors: *But as it is*, the Merchants had at any time, much better, refer their Diſputes in Buſineſs, to the Arbitration of Merchants, indifferent between them; for to bring them to Lawyers, is but meer throwing away their Money.

To Remedy theſe Evils, I find nothing extant in the World, which might aſſiſt to inſtruct the Age in this neceſſary part of

Knowledge, or to acquaint thoſe who are willing to enquire, either what our Trade is, whence it came, by what Degrees it is riſen to the pitch of Greatneſs we now ſee it at, what is its real preſent State, or what its proſpect for the Future.

The preſent undertaking, whether it ſhall be effectual to theſe ends or no, is to be determin'd by the event of the performance; however it ſhall, at leaſt, have made an Eſſay towards it, and having opened the way, ſhall perhaps encourage ſome more capable Hand to follow. I do not pretend in this ſhort compaſs, to give an Index of Trade, or a Dictionary of Terms; I ſhall not deſcend to teach Merchants Accounts; to give you Schemes of Voyages, Tables of Exchanges, or Standing Rules for determining the Cuſtoms of Merchants: Tho' theſe things would be very uſeful in their place; But my View, is of another kind, *(viz.)* to ſhew you from whence our Trade is deriv'd, how it came to its preſent Magnitude, and what that preſent Magnitude really is; and for this reaſon I call it *a Hiſtory*, after which I may deſcend according to my Title, to give you ſome view, how this great Article may be preſerv'd and encreaſed, and this I call *Improvement*.

It is true, I do this part as an Eſſay only; Who will preſume ſo far upon himſelf, as to ſay, He will make Diſcourſes of Future Improvements compleat? Modeſty permits me not to ſuppoſe it of any one elſe, much leſs practice it my ſelf. In an Eſſay I may give my

Thoughts,

Thoughts, and leave room for additions of my own, or of other Peoples, as time and circumſtances offer, and give more matter to ſpeak of.

To write a compleat Hiſtory of the Commerce of ſo Flouriſhing a Nation as this is, ſeems a Work of much greater compaſs than any ſingle Book or Volume can contain; and therefore this Work is divided in ſmall parts, that it may be extended as far as the Subject may require; much time may be employ'd in it, and many uſeful parts of Knowledge may be conveyed by it to Poſterity.

But when, together with the extent of the Subject, I conſider the humour of the Times, who love to have every thing of this Nature, lie in as little compaſs as they can, *perhaps to ſuit the better with their Underſtandings*; and above all, when I look back and ſee how abſolutely an Author is confin'd by that humour, and bound to obſerve it, I agree, that it is neceſſary to bring this extenſive Subject into as little room as poſſible, and therefore every one of our Tracts ſhall be as conciſe as may be, there being no fear of exhauſting the Subject.

This will impoſe one task upon me in the whole Courſe of this Work, *(viz.)* to endeavour to draw every thing into as narrow a compaſs as I can; this I deſire to have Underſtood to mean, *as I can* conſiſting with the Nature of the thing, ſo as not to abridge or cut off any thing which may be needful to make the Work, and the Deſign of the

Work

Work Correſpond, and if the needful length of things proper to be ſpoken, carry me beyond the allow'd ſize of the Book, I ſhall rather leave out ſome parts WHOLE, Than have thoſe not be WHOLE which are put in: And this is all the Apology I ſhall make for the Performance.

Of the Firſt Principles of Commerce.

HAving lay'd down by way of Introduction the General Scheme of this Work, I ſhall, without farther Circumlocutions, come directly to the matter of Trade, (*viz.*) the Firſt Principles upon which Trade is Founded, and How the Reaſon of Commerce is alſo founded upon thoſe Principles, and upon the Different and Remote ſituation in which they are placed throughout the Globe.

The firſt Principles of Commerce are as the *Ova*, or Seeds of Life, which are ſcattered by Nature through every Part of the World, for the Peopling the reſpective Parts with the Vegitative and Senſative Inhabitants, I mean the Plants and Brutes, thoſe we find ſo Univerſally propagated even to the ſmalleſt Inſects, and the meaneſt ſpile of Graſs, that no part of the Earth, Air, or Sea, is Barren or Uninhabited: Neither in like manner is any part of the Creation left deſtitute, not only of ſomething which is uſeful to ſuſtain and ſupport the People, *I mean by People here, Men and Women*, who Inhabit there; but even of ſomething Valuable to other Parts of the World;

World: From whence in Return that may be procured which thoſe firſt Inhabitants may be ſaid to want.

Perhaps it may be thought I extend this too far, and Confine my ſelf too nicely to Terms, in ſaying poſitively, that no Place is ſo Barren, ſo Unprovided, *&c.* but I ſay it is not too poſitive, in a way of ſpeaking which is allow'd to be General, and it is to be underſtood, *that Generally ſpeaking, it is ſo:* It is very ſeldom otherwiſe, and perhaps where it may ſeem to be otherwiſe, it may be only that the ſecret Wealth of that Part is not yet fully diſcover'd: I ſay it therefore over again, and more explicitly, That there is not any Country in the World, Generally ſpeaking; ſo Barren, ſo Unprofitable, ſo Unprovided, but it either has ſufficient for the neceſſary ſupport of Life, and even for the Pleaſure, Wealth and Proſperity of its Inhabitants within it ſelf; or ſomething Valuable which other Parts of the World want, and by which they may purchaſe a reaſonable ſupply of all thoſe things which they want, or which their ſaid Country does not produce.

Inſtead of ſearching the Globe for ſome little Barren ſpot now, whoſe Negative Circumſtances will Contradict this Opinion, a Work which I leave to Criticks, whoſe general and juſt Character is to ſearch diligently after the Defects of other Mens Works, and perform nothing Uſeful of their own. Inſtead of this, I ſay, I ſhall, in the Courſe of this Work, endeavour to Honour the Wiſdom of Providence, in

in Deſcribing How wonderfully the Bleſſings of the Creation are Diſperſt up and down, and how duly proportion'd for the Benefit of the whole; How affiſtant to one another, how happily proportion'd to the Advantages and to the Diſadvantages of the People who Inhabit the reſpective Parts; How by Commerce every thing Needful is made preſent to every Part Needing, and every Part of the World Communicates to, and Receives from every Part, to the encreaſe of Wealth, and Encouragement of Art, Science, and Human Wiſdome in the World.

I might ſuggeſt here How even Religion it ſelf has been propagated by Trade, and the Common Buſineſs of the World made ſubſervient to the Glorious Deſign of God, in ſpreading the Knowledge of the Truth into the Darkeſt Corners of the Earth; which had not Trade and Navigation been made Inſtrumental to do it, could not have been done, the ſituation of the preſent known World being Conſider'd, but by the help of Miracle and ſupernatural Operation.

But I ſhall rather make ſuch Obſervations as theſe run thro' the whole Work, Moralizing alſo thereon as there ſhall be Occaſion, than enter into ſeparate Diſcourſes of this kind, in an Account of Trade; as to the Propriety of ſuch Digreſſions, I have this to ſay, It is very much my Opinion, that due Obſervations of the Wiſdom, Foreknowledge, and Omnipotence of God, ſhould run through all

our

our Diſcourſes of Civil Affairs, and be the Conſtant Application of every Branch, as well of our Writings as Converſation: This is not only our Debt to the Glory of the Creator, and a natural Duty in all People to do; but it is the moſt profitable and uſeful way of conveying Sacred Knowledge, and Improving both our ſelves and others. If any who Read theſe Papers think it burthenſome and unſeaſonable, we muſt venture their Diſlike, and be Content that they refuſe the Work for the ſake of that Religious Impertinence.

It will alſo come in my way here, to ſpeak ſomething of the People, Cuſtoms, Manners, *&c.* of ſeveral Countries, and eſpecially of the Wonderful and Unaccountable ways the Providence of God has taken to Convey People and Plant Inhabitants in the remoteſt Parts of the World; diſtant from the other Inhabited Continents, and utterly unacquainted with Navigation or with Commerce, as particularly the Continent of *America.*

But above all, it will neceſſarily come to be Diſcourſed of under the Head I am now entred upon, How, and by what Wonderful Concurrence of Accidents, the Diſcovery of the Hidden Vertues of the Productions of ſeveral Countries has been made, and particularly How the Productions themſelves have been Diſcovered; as how the Phyſical Vertues of Herbs, Plants, Waters, Minerals, *&c.* has been Known, how Applied to ſuch and ſuch Uſes, and why it could be ſuppoſed ſuch and

ſuch Vertues has been in them: How the Pearl, which ſeeming to be a Cordial only to the Poſſeſſor, whoſe Pride might ſolace it ſelf in the Ornament of Wearing it, or whoſe Covetouſneſs might be exhilerated by the Value of it, or Price which it could be ſold for, yet is found to be a rich Cordial to the Heart it ſelf, and to ſupport Nature when Weaken'd by the moſt violent Diſtemper. How the *Cortex Peruviana* or Jeſuits Powder, ſhould repel the Force of Intermitting Fevers, and ſtop the unaccountable diſtemper call'd the Ague, and the like.

More eſpecially the Diſcovery of Metals hid in the Bowels of the Earth, and in the Rocks, Mountains, and moſt Inacceſſible parts of Nature; How the *Americans*, who had neither Spade nor Pick-ax, neither Tools to work with, or Rules of Art to work by, neither Iron, Braſs or Steel to aſſiſt them, yet Found out, and Dug into the Silver Mines in the Great Mountain of *Potoſi*; and how they knew that Silver and Gold were Valuable above other Metals; How they Melted, Refin'd, and applied them as Money in Exchange for other Things, even as we do: All theſe may in the Courſe of this Work come to be ſpoken of.

But to return to the Method of this Undertaking, and the firſt Head propoſed to (*viz.*) The Principles of Commerce, or the Species of Things, which are the foundation of Trade: The Reaſon of Trade may be ſpoken of in its order.

The

The Principles of Commerce are ſuch things, from which the Neceſſaries or Conveniencies of Human Life are Supplied and Derived; and however the Variety may afterwards be extended to a kind of Infinity, the Originals are not many in Number, and may be firſt Divided under the Heads of the Uſes they are applied to, Such as,

1. *Food.*
2. *Phyſick.*
3. *Wearing Apparel.*
4. *Furniture.*
5. *Ornament.*
6. *Art.*

The Species may from theſe Generals be Introduced under a ſecond Claſs of Generals; for we muſt not call them Particulars which have ſuch an Infinite Number of True Particulars contain'd under every Denomination, and therefore they ſhall rather be called Generals, till we come to enumerate ſome of the great Variety which they have reſpect to, and ſhall thus ſtate them over again.

1. *Food,* Under which Head are Contain'd things very properly called Foundations of Commerce, as being by abſolute Neceſſity frequently Tranſported from place to place, and thoſe Places ſometimes very Remote, as from *Europe* to *Africa* and to *America*: Such are,

1. *Corn.*
2. *Cattle.*
3. *Fiſh.*
4. *Fruits.* In which laſt I particularly ſuppoſe to be Included,

1. *Wine,*
2. *Oyl.*
3. *Spice.*

2. *Phyſick,* Which I ſhall not extend into Particulars, *Solomon's Herbal* being, as our Booksellers call it, out of Print; but ſhall include this Head under that General, or indeed Univerſal Term as to *Pharmacy,* which we call DRUGS, which to the Honour of the Practice of Phyſick are both brought from, and carried to the remoteſt Parts of the known World: How the Phyſicians, Chymiſts, Simplers and other Artiſts, either found out the Vertues of thoſe things, or indeed found out the things themſelves, remains to be enquired into.

3. *Apparel,* This, whether Needful or Oſtentatious, is not the Caſe; but put them together they make up the moſt Conſiderable Branch of Trade in the World, and have the greateſt variety of Originals, (*viz.*)

Wooll.
Silk,
Hair,
Cotton,
Flax,
Hemp,

Hemp,
Bark,
Skins of Beaſts,
Feathers,
Plants.

Theſe are thoſe which are the Originals of Apparel, and which after they are taken in their firſt Species, are prepared by the Labour and Induſtry of an Infinite Number of People, and are made uſeful to what we call Covering or Wearing. This Labour and Induſtry, is what we call Manufacturing; That Mechanick Employ which ſets ſo many Nations to Work, and in which the Rich are ſo much beholden to the Poor, that were it not for the ſaid Poor, the Rich would go Naked, or be but very indifferently Clothed: And on the other Hand, the Poor are ſo much beholding to the Rich, that were it not for theſe Labours, tho' the Poor might be Clothed, they would be Starv'd, or very indifferently Fed: But the Harmony between both thoſe, and their Dependance upon one another, makes up the Beauty and Glory of God's Creation.

4. *Furniture*, This takes in a part of the World, leſs founded on a Natural Neceſſity of Life, becauſe we may be ſaid to live without fine Houſes, *&c.* but by Cuſtom and Uſage, are made equally Neceſſary in ſome ſenſe. However, to avoid Diſputes, I ſubjoyn the Word, Convenience of Life. Theſe are

Timber

Timber, } and all Materials for building
Stone, } Houſes.

All the Neceſſaries for Building and Fitting out Ships.

All the ſame for Habilliments of War,

Such as *Timber*,
Iron,
Steel,
Braſs,
Lead,
Minerals,
Sulphur,
Salt-Peter.

5. *Ornament*, Theſe, Excluſive of the Manufactures above ſpecified, may be reſtrain'd to

Gold,
Silver,
Jewels,
Glaſs,
Shells,
Feathers,
Fine Furs, mentioned before in *Apparel*, as *Skins* of *Beaſt*,
Perfumes.

6. *Art*, The Originals, upon which this Operates, at leaſt as far as ſeems neceſſary in the Method I have taken to Diſcourſe, may be juſtly preſcrib'd to ſome Vegetables, Such as

Mercury,

Mercury,
Dying Woods,
Colours for Paint,
Metals for Tools and Inſtruments.

From theſe, as from ſo many Original Fountains, Manufacturing in its ſeveral Branches and Streams flows forth, to Employ and Improve the World: Neceſſity which is the Mother, and Convenience which is the Handmaid of Invention, firſt Directed Mankind from theſe Originals, to Contrive, Supplies and Support of Life. Corn was not to be Eaten whole, but receiv'd, lay'd up, brought to maturity, and then ſuffer due preparations to make it the better become Food proper for the ſupport of Human Life. Fleſh was not to be Devoured, as one Wild Beaſt Devours and Preys upon another; but to be Kill'd. ſeparated from the Filth, Blood, Hide and Uneatable Parts, and then Prepar'd, Dreſt, and made Palatable, and ſuited to Decency and Nouriſhment.

The Wooll, the Silk, the Flax, the Hair, all appear uncapable to ſerve to the Uſes for which they had an Inherent fitneſs, till they had paſſed the various Operations of the Manufacturer; and were brought to ſuch Degrees of Fineneſs, by Combing, Carding, Hackling, Dreſſing, Twiſting, Throwing, Spinning, *&c.* as to be ready for the Loom, and ſo to be produced with the Strength and Softneſs of the Broad-Cloth, the Fineneſs and Delicacy of the Satin, the Richneſs of the Velvet,

the

the Beauty of the Damask, the Warmth of the Flannel, Coverlids, Blankets, and the like.

It is Impoſſible for a Mind diſpoſed to make a Right Application of theſe things, to avoid the Natural Obſervations which occur here, (*viz.*) How the Wiſdom of the Original Providor Concurr'd with the Neceſſity and Advantages of his Creatures; Firſt in Creating Species of things, which potentially had in them the Excellencies ſuitable to all that Mankind could Want or Déſire, and yet, that like the Flint which ſuffers a ſtrong attrition before it ſends forth the Sparks of Fire which it is Capable to produce, theſe things muſt ſuffer the ſeveral Applications, and neceſſary Operations to prepare them for our Uſe; theſe Operations are the Fund of Employment and Buſineſs; and thereby, indeed, of the Comfortable Subſiſtance of the poorer Families of almoſt all the Nations of the World. This leads us then to the manner of Managing and Conducting theſe ſeveral Species and Originals, ſo as to bring them all to the ſeveral Offices they are appointed to ſupply, either in the Neceſſities or Accomodations of Life: And here we ſhall meet with the ſecond Head, upon which ſome Obſervations and Explanations are Neceſſary. (*viz.*)

2. The

2. *The Reaſon of* TRADE.

This is partly Expreſs'd in the laſt Word on the foregoing Head, (*viz.*) That becauſe the ſeveral Principals and Originals of things, requir'd Aptitude and Preparation to ſuit and qualify them for the Functions of their Nature, and to bring them to that Conſiſtency which they had only a Potential Power for before; Therefore the Employment of many Hands were requir'd to Perform theſe Operations, *&c.* But when I am to ſpeak more nicely, I muſt Diſtinguiſh between the Reaſon of Labour, and the Reaſon of Trade; for Labour and Manufacturing is not properly Commerce, but rather what we call Employment, and might have been ſo ordered in the World, as that every Man ſhould have been his own Labourer, or his own Manufacturer. Nor indeed does the bare Employment of the Poor by the Rich denominate Trade; for thus a Prince, or Chief of a Country, or a Family, may be ſerved by his Subjects, his Servants, or Children, and yet not be ſaid to Trade. I believe an Inſtance of this may be found in the Children of *Iſrael*, who in their Fourty years March through the Wilderneſs, had the Neceſſary Offices of Life perform'd for them by Servants and Children, and yet cannot be ſaid to have any Trades among them.

But the Reaſon of Trade is Originally Founded in the Diſtant-ſituation of theſe ſeveral Originals of Manufacturing, which not being produced by Nature in any one particular Place or Part of the World, but in many Caſes, the neceſſary Materials for the ſame Manufacture being to be furniſhed from differing Parts of the World, and thoſe extremely Remote from one another, thoſe Manufactures cannot be wrought, and thoſe Neceſſaries obtain'd, till thoſe Materials are procur'd, bought, fetch'd, and brought together into that Place where the ſaid Manufacture is to be wrought. To Purchaſe theſe Materials in thoſe Remote Parts, ſomething equally Valuable muſt be Exported from the Country wanting them, to that Country where they are to be had, or a medium of Trade produced to pay the Price of them, and this is called Trade: The Reaſon and Foundation whereof, as is already hinted, was with Infinite Wiſdom ſo provided for by the Creator in the firſt Diſpoſing the Order of the World, That there is ſcarce a Manufacture wrought in a Country, of any Conſiderable Value, but that Country ſtands in need of ſomething from another Country for the Working and Finiſhing that Manufacture, which it muſt buy, and fetch Home, before it can Compleat that Work; which when it is done, ſhall ſupply that very Country from whence that part or Material was fetch'd, with that Manufacture which the other has not of its own, perfected, tho' this part wanted

ed its help to make it Compleat. This is eminent in our Cloathing Trade of *England*, which we cannot Work without the Oil of *Spain*; or Dye in ſome Colours, without the Cochineel of *Mexico*, the Indico of *Jamaica*, the Logwood of *Campeche*, the Woad of *Germany*, the Galls of *Turkey*, and the like; For theſe Reaſons, and to Compleat, and bring it to a Manufacture fit for the Uſes it is Deſign'd for, Ships are fitted out to bring, and the Value Exported in Merchandizes to buy, thoſe Neceſſaries: When they are once obtain'd, and thereby the Beautiful, Subſtantial, Broad-Cloth, Woven and Dreſs'd, the Rich *Bow-dyes*, the Scarlet, Crimſon, Violet and Purple fixt in the Piece, it is then ſent Abroad to thoſe very Countries without whoſe help it could not have been wrought, and there it is Sold, to Purchaſe more of the ſame Materials, in order to multiply the Kind, and preſerve a Power to make larger quantities than that part of the World can make uſe of: Then they are Tranſported to other Countries to Purchaſe Silks for yet a finer Manufacture; Drugs for the uſe of Phyſic, Copper, Braſs, Silver, Gold, Iron, Steel, Hemp, Flax, Salt-Peter, Tar, Roſin, Naval Stores, and all the Materials of other Manufactures, which the Country they go from cannot ſupply.

This is the Reaſon and Nature of Trade: In the Deſcribing this variety, it will appear that Nature has ſo Wiſely, and yet ſo Providently Furniſh'd the World with thoſe Valu-

able things we have been ſpeaking of, that altho', *as before*, every Country has ſomething to ſpare to Carry out, or Export, in order to Purchaſe thoſe other things which it may want; ſo every Country alſo wants ſomething which it muſt fetch from Abroad, *and which* requires the Carrying out of that Overplus which it enjoy'd, *to Pay for, and Purchaſe*. As no Country is ſo Barren and Unprovided, but it has ſomething over and above the neceſſary Supply and Support of its own Inhabitants, which Enables thoſe Inhabitants to Trade to Foreign Countries to Purchaſe thoſe things it wants; ſo no Country is ſo Fertile, ſo Rich, ſo Abounding in Productions of its own, but it wants ſomething that is not to be had at Home, and muſt be ſought *without it ſelf*, which it is obliged to fetch far off, at large Expence, and perhaps with extraordinary Hazard. Nay, *to go farther*, That Particular which is wanting to the moſt Fertile and Fruitful Country, is often ſupplied by the moſt Barren and Unhoſpitable, the moſt Uncultivated and Deſolate part of the World, as Gold from the Coaſt and uninhabited Burning Shoar of *Sierra-Leon* in *Africa*; Ivory and Civet from the Remoteſt Deſert of *Lybia, and the like*; of which I ſhall ſpeak more particularly when I come to ſet out the Product of the World, and give an Account what every Country produces from its ſelf, and what every part wants from its Neighbours, which will be the Imediate Introduction to the Particulars of the

Trade

Trade and Commerce of the World, and which I purpoſe to make the Subject of the next Months Diſcourſe.

Mean time, it may be worth while to enquire, by what ſteps the Commerce of the World began, and how the Productions of every Country came to be known. This would naturally lead us into the Hiſtory of the Diſcovery of the ſeveral Parts of the Globe, and how they Planted the ſeveral Countries in order of time; but this may rather come in to be touch'd at in order, as we go on in this Work, with examining the Trade of the particular places, *rather I ſay*, than by a long digreſſion to interrupt the preſent Deſign.

As the diſperſing the Bleſſings of the Creation into all its moſt remote Parts, was the Reaſon and Foundation of Trade; ſo the neceſſity *every Part* has of *every Part*, puſh'd the inquiſitive World upon ſearching out, where, and what part of the Globe, every thing, they found any want of, was to be had. I will not ſay, but that the Gain and Advantage of fetching any thing New, and Uſeful, has been encouraging in the ſearch after Novelties, in order to bring them Home, at a price that might anſwer the Expence, and Hazard, of the moſt dangerous and tedious Adventures.

But

But I am ſpeaking here, rather of the Neceſſaries wanting, than thoſe Trifles which have been brought as Rarities from remote Parts: Theſe have been but as Accidents to the former, the other have been as Originals and Occaſions of the Voyages, and theſe have been drop'd in caſually. The firſt Diſcoverers of New Countries having had ſome capital Article in View, have purſued their Diſcoveries with thoſe Views only; but have found other accidental things fall in, which they had no Notion of in their firſt ſetting out, which yet have proved more conſiderable, than the main thing which was the Cauſe of the Diſcovery.

This is evident in ſundry particular Caſes, of which I ſhall give you but ſome few brief Hints here, and leave them to be enlarg'd upon in their Order.

It was about the days of Queen *Elizabeth*, when ſeveral ſucceſsful Adventures having been made, both to the *Eaſt* and *Weſt-Indies*, to the *Streights* of *Hudſon*'s *Bay*, and the like; and Sir *Francis Drake* in eſpecial manner, having ſail'd round the Globe; the Merchants encourag'd, by the Succeſs of the Diſcoveries they had effectually made, in the *North* parts of *America* eſpecially, made many attempts to find a Paſſage to the *South* Seas, and the Coaſt of *China* by the *North Cape* in *Europe*, and by the *North-Weſt* Paſſages of *America*, but all in vain.

As

As the design of a Discovery of a Passage round the *North* parts of *Europe*, drove the Adventurers by various accidents of Wind and Weather, Mountains and Islands of Ice, and the like, higher up to the *North* than they expected, beyond the *Cape*, which is in the Latitude of 72. to the Shores of *Nova Zembla*, the *Streights* of the *Wygates*, and the Latitude of 81. Here, tho' they miss'd their main design of a Passage into the *Eastern* Ocean, a new Scene of Trade open'd, by accident, to their View, *(viz.)* the Whale-Fishing of *Greenland*, which, tho' an Accident to the Voyage, has proved since That a very considerable Branch of Commerce, and Employs very great Fleets from *Holland*, *Hamburgh*, *France*, and even from *Biscay* in *Spain*; and formerly from *England* too, however of late we have declin'd that Trade.

The like may be said of the Discoveries of *New England*, *Virginia*, &c. where the first view of the Discoverers was chiefly the Trade of Furrs, Skins of Beasts, and some few Plants, which they found in their hasty Survey of the Country, together with Timber, such as Clap-board, Cedar, and the like; not at all fore-seeing the prodigious encrease of Trade, which afterwards fell in upon the farther Settlement in that Country, and the addition of the *Carribee* Islands to our Collonies, whereby the Sugars and Tobacco's, not then thought of, are become the principal part of the Production; to which the Furrs and Skins, which were the first reason

of

of that Trade, are now but a very ſmall part.

Thus from ſmall beginnings, the greateſt Branches of the World's Commerce have fallen in, as it were accidental, to the firſt views of the Undertakers, and have ſpread themſelves gradually over the whole World; the Reaſon is evident, *(viz.)* becauſe the inquiſitive Merchants ſearching every corner of the World; with the Diſcovery of Countries, always found ſome hidden Treaſure, either in the Earth, in the Sea, or on the Surface, which added to their Hopes: Every part of the World, how Remote, how Uninhabited or Unhabitable ſoever, being furniſhed with ſomething which theſe Parts of the World, however Fruitful, Cultivated, and Improved, either did not, or was not capable to produce; in theſe new Diſcoveries, the Reaſon of our preſent Trade, and of its preſent Poſture, is founded; as the reaſon of Trade in General is founded in the diſpoſing the Bleſſings of the Creation at ſuch Remote and Unknown diſtances one from another.

The like may be ſaid for the Diſcoveries of Places, which have been many ways Accidental and Undeſigned, as particularly the Diſcovery of *Bermudas*, was by the accidental Diſtreſs of an *Engliſh* Ship bound for *Virginia*, with the Governor of that Collony, who had been driven by a Storm out of his Courſe, and coming to the laſt extremity, ready to Sink, by great and ſingular Providence

dence diſcover'd an Iſland, to which they immediately run for Life, where, tho' they loſt their Ship, they ſaved their Lives, and diſcover'd a Rich, Plentiful Knot of Iſlands; ſince that, and purely by that Occaſion, poſſeſs'd by the *Engliſh*, and now made a moſt, Profitable, and Flouriſhing Collony.

In this manner the Advances made by the *Portugueſe* along the Coaſt of *Africa*, extended gradually to the *Eaſt-Indies*; and in meer ſearch, originally of the Gold, and other ſmaller Advantages of the Barren, Sun-burnt Continent under the Line, and in the Torrid Uninhabited Zone, they gradually running forward, fell into the diſcovery of the Paſſage by Sea to the *Bays* of *Bengall*, the Gulph of *Perſia*, the Large and Rich Coaſts of the *Indies*, *&c.* and made that happy Introduction to the greateſt Branch of Foreign Trade in the World, a Trade every day Improving and Encreaſing, and which has yet undiſcovered Branches in it, which may ſuffice the Ambition of the *European* Merchants for many Ages to come.

As this has been the Reaſon of Trade, ſo from the Remote diſtance of Place, in which the Treaſures of Nature are thus hid and laid up, The encreaſe of Shipping, the Improvement in Knowledge, as well of Geography as of Navigation, the diſcovery of Climates, the Reaſon and Nature of things, utterly occult to, and reſerv'd from the former Ages of the World, has been improved, and in

Diſcovering, Men are rendred more able to Diſcover. The World is now laid open; the Diſtant and Difficult Parts, are made familiar; the Dangers ſome have miſcarried upon, are thereby avoided; the Dangers others have avoided, are known, and made eaſy; the Bays, Creeks, Ports, Harbours, Shores, and Seas, formerly Terrible, Unknown, and Unfrequented, are made familiar and eaſy; compaſſing the Globe, paſſing the *Streights* of *Magellan*, meaſuring the vaſt *Southern* Ocean, Coaſting the *Indies*, and the Shores of *China* and *Japan*, are now no ſuch extraordinary things, every Nation almoſt have done it as well as we, and we do that now every Year, which was accounted next to miraculous in the firſt Ages of Trade.

It is now almoſt impoſſible to make any Shore, or diſcover any Land in the whole Globe, but where ſome Teſtimonies will be ſeen, that ſome *European* has been there before; ſcarce any Water flows where our Ships have not Sail'd, the Frozen *Zones* excepted, where Habitation is impracticable, and ever will be ſo; and altho' there are no doubt New Oceans of Commerce yet undiſcover'd, and Treaſures of Nature not yet found out; yet we are well aſſur'd, there are no places in which thoſe receptacles of Trade ſhall be diſcovered, but where we have at one Time or other been.

So that the encreaſe of Trade NOW ſeems to depend upon the Improvements to be made in the Countries already found out, rather than

than the Diſcovery of New Climates or Countries not yet made known.

And altho' it is true, that there may be more Expence, Adventure, and Employment of Time and Men, in the ſearch after New Countries and Places, for the Planting and Spreading the Nations of the World upon; yet the Labour of the Thoughts, the Wit and Application of Mankind, ſeems to be more particularly adapted to, and taken up about the Improvement of what is already found out, than in proſecuting new Diſcoveries of Lands, Coaſts, Countries, and Climates not yet known, and where no previous Plantation had been made.

For this Reaſon, I judge it ſhall be much more uſeful to Project or Conſider of the Ways and Means by which the preſent Inhabited, or Diſcover'd Part of the World may be Improved, and thereby made uſeful to one another, as the God of Nature, no doubt, Deſign'd they ſhould be; than by Directing the Curious Eye to the Search of thoſe Undiſcover'd Parts, if any ſuch be, which may yet afford a farther Extent of Dominion to thoſe who find them out.

When I come to Treat of New DISCOVERIES, which I purpoſe to do in a Tract by it ſelf, I ſhall more ſtrictly enquire whether farther and greater Diſcoveries of the yet unknown Parts of the World really are, or are not for the General Good of the Trading World, ſince all that has for many Ages been Diſcover'd, eſpecially in *America*, which has been

the Center of New Diſcoveries for Two Hundred Years paſt, becomes a Property and Poſſeſſion to the Diſcoverer, and ſerves to add to the Power of the Princes whoſe Subjects Diſcover it, and who, as matters now ſtand, ſeem to be Great enough already.

This Addition of Power ſeems already to threaten, that ſucceeding Ages may ſee the *European* Wars Transferr'd into *America*, as has in ſome Degree been done in theſe laſt Wars, and the Greater may at laſt devour all the reſt; and become the Excluſive Lord of the Largeſt, and by far the Richeſt part of the World.

Nor does the hopes of this fail to give Motions to the Ambition of Men already; What cannot the King of *France* promiſe himſelf from the additions of Strength, which he is able to add to his Poſſeſſions in *Canada* and the *North* parts of *America*, where he is Lord of more Country, and may Plant upon more Land, than the whole Kingdom of *France*? and by Reaſon of the Great Rivers of *Canada* and *Miſſiſipi*, may in Time Surround the *Engliſh* Colonies, join the Gulph of St. *Lawrence* to the Gulph of *Mexico*, and be Lord of the whole *Northern America*?

But of this, *as I ſay above*, by it ſelf, when I ſhall enter farther into the particulars of New Diſcoveries, and how they are, or are not, may, or may not, be for the General Advantage of Commerce in the World.

In

In the mean time, as Peace is the Fountain of Plenty, and both aſſiſtants to Trade, I ſhall go upon the Suggeſtion abovemention'd, (*viz.*) That the Improvement of what is already Known and Diſcover'd in the World, is the moſt uſeful Deſign, more to the General Good, more to the Immediate Enriching the World, and more to the Advantage of Trade in General, than New Diſcoveries, which often occaſion *Strife* and *War:* Former Ages have already gone on to ſuch a heighth, as that there does not appear any poſſibility of making farther Diſcoveries, that will be equal, or in any proportion Conſiderable to what have been made already.

It is therefore Improvement of Trade, not Diſcovery of Countries, which I ſhall purſue the Diſcourſe of in theſe Tracts, and ſhall upon all Occaſions, as I go on, endeavour to lay down probable Schemes of Improvement, eſpecially in our own Commerce, ſo as ma- if poſſible, make it both Profitable and ſant to the Reader.

ad Indos,
Impiger extremos curris Mercer Saxa, per ignes:
Per Mare pauperiem fugitaris & optas,
Ne cures ea, quæ Stultis Meliori Credere non vis.
Diſcere & audi-

Horace Epiſt. Lib. 1,

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30 68